

**EUROPEAN
CURRICULUM VITAE
FORMAT**



PERSONAL INFORMATION

Name **SETTI ANDREA**
Address
Telephone
E-mail
Nationality **Italian**
Date of birth

WORK EXPERIENCE

- Dates (from – to) 01/11/2015 – 31/10/2018
 - Name and address of employer Unversità degli Studi di Pavia
Via San Felice 7, 27100 Pavia
 - Type of business or sector Doctoral Program
 - Occupation or position held **PhD Candidate in Economics and Management of Technology**
- Main activities and responsibilities Topic of the dissertation: Growth and performance of Science-based firms

- Dates (from – to) 16/04/2015 – 31/10/2015
 - Name and address of employer Vetreteria di Borgonovo Spa
Via Pianello 75, Borgonovo V.T. (PC)
 - Type of business or sector Glass manufacturing
 - Occupation or position held **Account Manager Mass Market**
- Main activities and responsibilities In charge of coordinating the agent's network in the Italian market my main task was to set new sales strategies with the main Italian distributors and to position the company in a new and actual market context through on-line sales and increased efficiency in terms of deliveries.

- Dates (from – to) 14/01/2015 – 15/04/2015
 - Name and address of employer Tooflex Srl
Loc. Cà Verde, Borgonovo V.T. (PC)
 - Type of business or sector Abrasive tools
 - Occupation or position held **Account manager**
- Main activities and responsibilities At the initial stage of it's life, my task in this company was to join the sales department in setting the general sales strategy and create its initial global network.

- Dates (from – to) 06/07/09 - 30/09/2012
 - Name and address of employer HDS Foodservice Srl
Via I Maggio 31, 27049 Stradella (PV) - Italy
 - Type of business or sector Ho.Re.Ca, Catering, Foodservice
 - Occupation or position held **Warehouse Coordinator**
- Main activities and responsibilities My entry position was in the customer care department supporting customers in logistic issues (deliveries, complains etc.). After few months I was ask to take the supervision of the warehouse activities monitoring inflows and outflows, taking responsibility of the inventory, staff coordination and stock records. I also took part with export activities providing logistic support to the export department activity in coordinating and organising overseas expositions and shipments.

- Dates (from – to)
 - Name and address of employer
 - Type of business or sector
 - Occupation or position held
- Main activities and responsibilities

02/09/2008 - 05/07/2009
 Peviani S.p.A.
 Viale Lombardia 7/9, 27010 Siziano (PV) – Italy
 Wholesale Fresh Produce

Business Accountant

Working in the administrative department and directly with the Financial Manager for the accounting entries, the preparation of the consolidated balance sheet and the preparation of the monthly provisional budget. Being able to work with the software Microsoft Access I was asked to provide some applications in supporting logistic functions (shipment's cost calculation and pricing).

- Dates (from – to)
 - Name and address of employer
 - Type of business or sector
 - Occupation or position held
- Main activities and responsibilities

15/02/2006 - 14/08/2008
 Teofarma S.r.l.
 Viale Certosa 8/A, 27100 Pavia - Italy
 Pharmaceutical

Junior Sales Analyst

Firstly engaged in administrative department as accountant, my daily activities were bank records and invoices entries combined with networking activities with the purchasing departments of Italian hospitals. After months of improvements my tasks were extended to activities connected to sales department (sales analysis, data forecasting, financial reports) giving me the opportunity to be in direct contact with the founders. During the last months I was supporting the sales department for market's analysis in Latin America and I participated in a Due Diligence at Roche Pharmaceuticals' Headquarter in Basilea (CH).

EDUCATION AND TRAINING

- Dates (from – to)
- Name and type of organization
 - Principal subjects
 - Title of qualification awarded
 - Level in national classification

September 2012 - December 2014
 University of Pavia, Italy & University of Vaasa (Double Degree Program)
 Business studies
 Master Science Degree in International Business & Economics
 110/110

- Dates (from – to)
- Name and type of organization
 - Principal subjects
 - Title of qualification awarded
 - Level in national classification

September 2007 - July 2012
 University of Pavia, Italy
 Economics studies
 Bachelor Degree in Business Economics
 95/110

PERSONAL SKILLS AND COMPETENCES

MOTHER TONGUE

Italian

OTHER LANGUAGES

English

Spanish

Russian

<i>Reading</i>	<i>Writing</i>	<i>Verbal</i>
Excellent	Excellent	Excellent
Good	Basic	Good
Beginner	Beginner	Beginner

SOCIAL SKILLS AND COMPETENCES	I have worked in various types of teams during my work experiences and studies covering a wide range of topic and issues I enjoyed of being involved in working teams especially collaborating and coordinating all the elements to reach the best solution of our tasks. Among the successes was extremely stimulating been selected in an accelerator program called Mind the Bridge located in Pavia.
ORGANISATIONAL SKILLS AND COMPETENCES	I acquired some skills in workers organization because I managed warehouse's workers in Robo experience, organizing inventories, managing the daily work and ad hoc tasks. Moreover I played basketball at competitive level till 20 years old, and now as amateur level. Teams are always been part of my life.
TECHNICAL SKILLS AND COMPETENCES	European Computer Driving Licence and high capability in Microsoft Access program (data management).
DRIVING LICENCE(S)	Italian car driving licence
ADDITIONAL INFORMATION	I always supported my parents' businesses in producing wine grapes for a local consortium, and in the past providing support in a shop in Pavia's downtown. Since I was a teenager I always enjoyed to help my family especially during the summer seasons and Christmas holidays.

In compliance with the Italian Legislative Decree no. 196 dated 30/06/2003, I hereby authorize the recipient of this document to use and process my personal details for the purpose of recruiting and selecting staff and I confirm to be informed of my rights in accordance to art. 7 of the above mentioned decree.

Borgo Priolo, 06/05/2022

Signature

Andrea Setti